

Message Text

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64

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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R 042215Z MAR 74

FM AMEMBASSY SAN SALVADOR

TO USDOV WASHDC

INFO SECSTATE WASHDC 4882

AMEMBASSY GUATEMALA

AMEMBASSY TEGUCIGALPA

AMEMBASSY SAN JOSE

UNCLAS SAN SALVADOR 0896

USDOC

MAJOR PROJECTS/TRADE OPPORTUNITIES PROGRAM: BIC

E.O. 11652 - N/A

TAGS: BFOL, ES

SUBJECT: EARLY WARNING, CONSTRUCTION OF GYNECOLOGIC & OB-
STETRICAL HOSPITAL IN SAN SALVADOR

REF: A) SAN SALVADOR 507; B) SAN SALVADOR 539 & 585; C) STATE 40400

PLS PASS INFO BIC/OIM/LAD; OPIC; FCIA, EXIMBANK

1. MARIO FRANCISCO PENA (ARCHITECT), CHIEF OF THE GOES'S
SOCIAL SECURITY INSTITUTE'S (ISSS) INFRASTRUCTURE, PLANNING
SECTION INFORMED THE EMBASSY THAT IN ORDER TO DECIDE WHAT
TYPE OF CONTRACT IT WILL AWARD, ISSS WILL FIRST HAVE TO SEEK
ADVICE BY CONTRACTING, THROUGH COMPETITIVE BIDDING, FOR THE
JOINT SERVICES OF A FOREIGN HOSPITAL CONSTRUCTION CONSULTANT
AND A SALVADORAN ENGINEERING FIRM.

2. THIS CONSULTING FIRM WILL EVALUATE THE PROPOSALS WHICH
ISSS HAS RECEIVED, AND WHICH IT EXPECTS TO RECEIVE IN THE FUTURE,
AND SELECT THE MOST APPROPRIATE FOR EL SALVADOR'S REQUIREMENTS.

3. PROPOSALS MAY INCLUDE: A) COST PLUS FIXED FEE, B) DIRECT

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BIDS WHICH INCLUDE BIDDERS PROFITS WITHOUT REVEALING THE PROFIT

MARGIN, AND C) BIDDER-FINANCED TURNKEY PROPOSALS FOR THE COMPLETE CONSTRUCTION INCLUDING HOSPITAL EQUIPMENT. THE LATTER WOULD ONLY BE ACCEPTABLE PROVIDED LOCALLY AVAILABLE MATERIAL IS INCLUDED IN THE OFFER.

4. US FIRMS WISHING TO ASSOCIATE WITH A LOCAL COMPANY AS DESCRIBED IN (1), CAN WRITE DIRECTLY TO THE SALVADORAN ENGINEERING FIRMS LISTED IN REF A) AND/OR TO THE SALVADORAN ASSOCIATION OF ENGINEERS AND ARCHITECTS, AT THE FOLLOWING ADDRESS: ASOCIACION SALVADORENA DE INGENIEROS Y ARQUITECTOS, 75 AVENIDA NORTE 632, SAN SALVADOR, EL SALVADOR, CA

5. US FIRMS ARE ENCOURAGED TO SEND THEIR PROPOSALS IN SPANISH TO THE ADDRESS NOTED IN REF B).

6. THE EMBASSY BELIEVES BASED ON PENA'S COMMENTS THAT A TURNKEY PROPOSAL WILL BE THE MOST ACCEPTABLE TO ISSS. MOSKOWITZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SANSAA00896
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: SAN SALVADOR
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740370/aaaacndj.tel
Line Count: 79
Locator: TEXT ON-LINE
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) SAN SALVADOR 507; B) SAN SALVADOR
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 27 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 JUN 2002 by elbezefj>; APPROVED <03 DEC 2002 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EARLY WARNING, CONSTRUCTION OF GYNCOLOGIC & OB- STETRICAL HOSPITAL IN SAN SALVADOR
TAGS: BFOL, ES
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005